

## The RedWind Group



**Kyle Smith**

Kyle Smith, the great grandson of Redbird Smith, a traditionalist and Cherokee Nation Senator, had no idea what was in store for his future. In 1999 Smith's brother Chad Smith was elected Principal Chief of the Cherokee Nation and he called upon his brother to help improvement efforts at the Cherokee Nation and thus RedWind Group was born.

Funding from the Ford Foundation and a group of organization design consultants combined to help transform the service organization of the tribe. RedWind, American

Indian-owned and operated, is a management consulting company specializing in organization strategy, design, and implementation with a focus on building capabilities for industries including telecommunications, energy, chemicals, electronics, financial services, leasing, aerospace, transportation, government and tribal services.

RedWind has continued to focus on organizational improvement efforts with the over 500 Indian tribes across the U.S. and Alaska. Currently Smith is the sub-contractor on a project funded by the Small Business Administration to create a Tribal Self-Assessment Tool (TSAT) to help Indian communities discuss important factors of economic development and strategies that will support their communities. Although Smith's primary work revolves around Indian communities he has expanded to the private sector and government contracting.

After starting RedWind Smith almost immediately realized he wanted to apply for the 8(a) contracting program with the Small Business Administration (SBA). Currently Smith is certified as an 8(a) contractor and HubZone certified. In 2007 Smith was added to the GSA schedule. Smith stated, "Although the process was long it was definitely necessary for our growth." The SBA's Office of Native American Affairs created a web-based tool called Tribal Self-Assessment Tool to assist tribal communities develop a plan for economic development and RedWind is the subcontractor for that project. In addition to the SBA, Smith received assistance from SBA's resource partners, the volunteer organization SCORE and the Small Business Development Center to help grow and guide his company in the right direction.

Smith is originally from Tennessee and received his MBA in Economics, Accounting and Finance from the University of Rochester. He has an undergraduate degree in Accounting. Smith worked for the energy firm Amerada Hess for several years, during which time he transferred to Houston and eventually resigned and created the RedWind Group. His major area of focus is in the redesign, development and management of high performance work systems for the manufacturing, government and service sectors. He

has more than twenty years of management, as well organization design consulting experience both as an internal and an external consultant.

RedWind consultants each have over a decade of experience, advanced degrees in their field and have been nationally recognized for their innovative work. They have been featured in many articles found in Business Week, The Wall Street Journal, Newsweek, Fortune, USA Today and several books. In 2007, Kyle Smith was recognized as the SBA Houston District Minority Person of the Year.

For more information about the RedWind Group, visit [www.redwindgroup.com](http://www.redwindgroup.com). More information about SBA's programs and services can be found at [www.sba.gov](http://www.sba.gov).

## **Is your business successful? Would you like to be featured on our local webpage?**

In our efforts to recognize the achievements of small businesses, the Houston District Office features success stories on our website. The small business success stories are selected by the district office, and represent small businesses that have received services from SBA and/or our Resource Partners.

All success stories are entered into our Washington database. Some are featured in our SBA Houston e-Newsletters and are submitted to local newspapers, associations, chambers of commerce, and community newsletters for publication.

To qualify for consideration a small business must meet the following criteria:

1. Receive assistance from SBA or a Resource Partners, i.e., SCORE and Small Business Development Centers (SBDCs)
2. Must be in business minimum of three years
3. Owner must sign Consent Form

If you would like our district office to consider your business for a small business success story, please contact our Public Information Officer at 713-773-6516 or email at [Valerie.nguyen@sba.gov](mailto:Valerie.nguyen@sba.gov). Please note some small businesses may also be included in public officials' speeches.